



NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE
PRODUCTION AND MARKETING ADMINISTRATION

LIBRARY
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JUN 11 1953
U.S. DEPARTMENT OF AGRICULTURE

January 6, 1953

1953 Sales Reports

Reports for January 2, 1953 show the highest sales of any week so far. Only five counties failed to report. Wheat sales are over the 2000 mark. If the lagging counties pour on the steam this month we should reach our goal of 5,000 applications before February 1st, and have two months left to get the other 5,000. Some of the "early-bird" counties are sure to slow down when they have contacted most of their prospects and it will be up to the other counties to keep up the momentum.

In a few cases no salesmen are working. In others the salesmen appointed are not doing the job. All PMA and Crop Insurance Fieldmen are willing and anxious to help train your salesmen to get a better job done. Let us know how and when we can help you.

Outstanding wheat counties this week were Mercer, 58; McLean, 53; Cass, 45; Sheridan, 32. Sheridan still leads with 250. Cass qualified for the "200 Club." Stutsman, Logan, Morton and Rolette are still the only counties over 100.

Stutsman, Cass, McLean and Pembina carried the load on flax last week. So far Stutsman and Cass have sold well over half the flax applications.

LaMoure is still keeping up the good work in Multiple sales with 36 last week for a total of 353. Grand Forks and Richland are now getting started and we are looking for a big volume from them before February 1st.

Summarizing sales totals, Cass County has 372, LaMoure 353 and Stutsman 326.

"Sales Talk"

Not much evidence has appeared so far during this campaign that the suggestions contained in the "Sales Talk" pamphlets sent you last year are being used. Perhaps a good many counties filed them away after last year's closing date and haven't dug them out. There are many good letters, ads and radio talks that can be adapted for use in your county.

Burke County reported that they have a group of business men interested in sponsoring a poster on which they will use one of the cuts pictured on page 17 and 18 of "Sales Talk," March 1952. The State Office has a supply of these cuts in several sizes. You can obtain them by request.

(OVER)

Non-Resident Landlords

Very few counties have done anything this year to induce non-residents to sign up. Even though you have written to them in previous years, the increased coverage and decreased rates in most counties gives you a new approach. Let's not overlook this prospective business!

P. S. Walsh County's report arrived early and was mislaid so recognition of their good work does not appear in the above totals.

SUMMARY OF WEEKLY SALES REPORTS

WHEAT

Week ending January 2, 1953

County	No. Sales for Week	Units Covered	No. of Contacts for Week	Total Sales To Date	Total Units To Date
BENSON	11	20	11	19	32
BILLINGS	0	0	2	50	70
BOTTINEAU	12	18	16	52	76
BOWMAN	No Report			0	0
BURKE	3	8	10	10	17
BURLEIGH	11	23	70	41	72
CASS	45	63	70	201	365
CAVALIER	17	24	54	17	24
DIVIDE	2	4	12	4	6
DUNN	2	4	2	36	61
EDDY	0	0	19	20	46
EMMONS	17	28	50	22	39
FOSTER	4	8	109	14	21
G. VALLEY	No Report			0	0
GRANT	6	14	25	78	120
GRIGGS	3	4	5	7	8
HETTINGER	2	4	15	13	18
KIDDER	7	7	31	19	29
LOGAN	13	24	13	130	237
MC HENRY	19	25	19	25	34
MC INTOSH	20	41	20	27	53
MC KENZIE	14	18	14	46	66
MC LEAN	53	157	165	60	174
MERCER	58	102	120	95	164
MORTON	15	18	30	129	174
MOUNTRAIL	8	19	20	56	69
NELSON	2	3	6	6	10
OLIVER	9	9	12	20	24
PEMBINA	18	27	62	43	63
RAMSEY	5	6	12	18	20
RENVILLE	3	4	30	4	5
ROLETTE	3	3	8	109	155
SHERIDAN	32	40	32	250	346
SIOUX	No Report			2	2
SLOPE	0	0	0	0	0
STARK	4	5	30	35	41
STUTSMAN	26	40	67	149	245
TOWNER	0	0	10	14	20
TRAILL	5	6	10	16	19
WALSH	23	25	34	77	95
WARD				34	55
WELLS	3	4	34	35	42
WILLIAMS	20	43	40	43	92
TOTAL	495	848	1289	2026	3209

SUMMARY OF WEEKLY SALES REPORTS

FLAX

Week ending January 2, 1953

County	No. Sales for Week	Units Covered	No. of Contacts for Week	Total Sales To Date	Total Units To Date
BENSON	4	4	4	9	12
BOTTINEAU	0	0	2	1	1
CASS	32	61	70	171	348
EDDY	0	0	7	17	20
MC LEAN	28	46	165	32	51
NELSON	0	0	6	2	3
PEMBINA	22	32	63	59	88
RAMSEY	2	3	12	3	4
STUTSMAN	36	57	67	177	273
TRAILL	4	7	10	33	42
WALSH	26	32	37	119	158
WARD	No Report			16	29

TOTAL	154	242	443	639	1029
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MULTIPLE

BARNES	4	6	10	41	57
DICKEY	18	19	25	45	46
GRAND FORKS	36	58	47	64	101
LA MOURE	36	45	36	353	474
PIERCE	0	0	0	3	4
RANSOM	4	4	7	30	37
RICHLAND	29	46	77	32	49
SARGENT	6	12	12	18	32
STEELE	1	1	4	9	9

TOTAL	134	191	218	595	809
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TOTAL

WHEAT	495	848	1289	2026	3209
FLAX	154	242	443	639	1029
MULTIPLE	134	191	218	595	809

	783	1281	1950	3260	5047
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NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE
PRODUCTION AND MARKETING ADMINISTRATION

1953 Sales Reports

January 14, 1953

Did we hit the holiday slump last week? Something happened as our total sales dropped from 783 for the week ending January 2nd to 469 for January 9th.

Wheat sales took the biggest drop, but McLean County made a good showing with 42 to bring their total to 102. Emmons County was next high with 27. They are getting warmed up out there and intend to be hard to catch from now on. Mercer County with 25 sales, reports that cold weather and snow slowed down sales. Sheridan is still going strong with 22 last week.

Pembina is the only county to sign up more than 20 flax applications last week. Stutsman still leads with a 195 total. Some of the other counties will have to get going on flax sales or lose their flax programs. We hope next week to run a list of total cancellations, number of contracts in force, etc.

Both Grand Forks and Richland are getting started on Multiple sales. Grand Forks reports the first of their sign-up meeting scheduled for this week. We need about 35 applications per day from each of these counties from now on if they are to obtain the percentage of participation enjoyed by the other Multiple counties.

We should have no trouble getting the 1300 applications needed to make 5,000 by February 1st, if each county will make a special effort to get its share.

"Sales Talk"

Several counties have used newspaper ads during the past week. McKenzie County worked out a very good quarter-page ad. Oliver County is using a series of small attractive ads. Grand Forks and Richland are planning some advertising but have not sent copies to the State Office yet. No doubt other counties are doing some of this kind of work but have not reported it.

We would like to hear from each county, when they advertise in their local papers, about the kind of results they get. Maybe it's hard to put your finger on results from that kind of sales effort but if you can, let us know.

Several counties have sent us copies of letters sent to prospects. It all helps.

(OVER)

Agents and Commissions

We understand that some counties do not know what their commission rates are. Every county committee signed a crop insurance budget last fall on which your commission rate for 1953 was entered. If you cannot find your county office copy advise us at once and we will send you a copy.

Have you had all county committeemen, office personnel, and agents sign an Agent's Agreement? If you still do not have agents appointed talk to your Farmer Fieldman or Crop Insurance Supervisor about it. He can probably give you some help.

* * * * *

Almost every county stirred up interest in crop insurance during the ACP sign-up by community committeemen. Some counties now are following up on lists of prospects obtained during the sign-up, while others appear to be doing nothing further. Where live agents are working they are talking to each community committeeman, going over his list to get his ideas as to the best prospects even though the committeeman did not rouse the interest of the farmer.

This committee work has had a good deal to do with our early sales success. Let's not miss the other advantages that can be gained from it.

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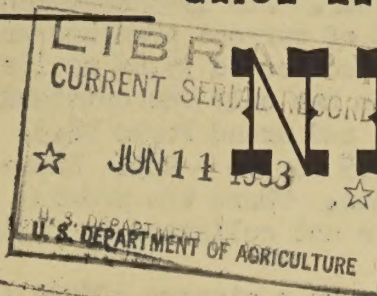
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NODAK CROP INSURANCE

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE
PRODUCTION AND MARKETING ADMINISTRATION



NEWS

February 17, 1953

Weekly Sales Reports

Total sales were up last week to 603 from 499 for the previous week, making the total 6256. Including Monday of this week there are 31 working days left before the closing date. We still have a big job left to do before March 31st.

Emmons still holds first place in the weekly wheat sales. Of course, Emmons is a new county this year, but any other county in the State with 200 contracts or less (except for the few small counties) has the same opportunities, if they will organize their work, get salesmen out and contact everybody that comes into the county office.

Sheridan County is still setting a wonderful example of what can be done. With a total of 663 contracts at the end of last week they were still able to get 16 applications. Every other county can do as well, but not many farmers are going to come in the county office and ask for it.

Two more wheat counties made the "100 Club" last week, Bottineau and Walsh. McKenzie hit 102 on February 6th but their report came in after the Nodak News was out. Thirteen counties have over 100 applications, five over 200, and Sheridan 371. The State Committee is really proud of these counties and the many others that are making our 1953 record possible.

Flax sales are much slower than wheat. Stutsman still holds the weekly and total leads. Their total wheat and flax now amounts to 490, just 10 short of the 500 mark, which they will reach this week. What happened to those threats to beat Stutsman's total contracts in force that a couple of other counties made earlier?

Grand Forks had a good week in Multiple sales, 110; Richland got 50 and LaMoure is still clicking with 37. Grand Forks now has 515 and is a fourth of the way to their quota.

For the first time we have had a weekly report from every county. No reason we can't keep that up. Don't be the first county to miss yours.

(OVER)

Premium Collections

According to our agreement with FCIC we are paid only for premiums collected prior to April 30th each year. The 1953 agreement increased the rate of compensation considerably if 100% of current premiums are collected. As of February 13th the State as a whole has collected 95.4% of its 1952 premiums. Counties range from 99.7% in Mercer which has only one outstanding premium, to 65.9% in Sioux. Sheridan has 99%, Barnes 98.8 and Grand Forks 98.3. The rate per contract is \$1.25 for 100%; \$1.10 for 98% and \$.75 for 90 - 98%. These rates are for number of premiums collected, not amounts. Where the premium may have been paid but interest remains unpaid the premium is not collected in full.

Every county should make a sincere effort to collect 100% of its premiums. A notice should be sent to each insured who has not paid his premium, reminding him that it is past due and that 1% interest will be added on March 1st. Special care should also be taken to set off past due premiums against ACP payments.

Washington Letter

The following letter has just been received from Howard H. Gordon, PMA Administrator. This is the first communication we have received from our new administrator and it should receive special attention from all county committees and county office personnel:

"From previous experience I am very familiar with the value of all-risk crop insurance and the insurance need that it fills.

"As PMA Administrator, I find that by agreement the Corporation and PMA have formed an administrative team for economical operation and expansion of crop insurance. Under this agreement the efficiency with which we carry out our responsibilities is a key factor in determining both the extent and the quality of service that crop insurance provides.

"Consequently, I want to call to the attention of all State and County Committees and their staffs that we are expecting a maximum increase in participation to be made in every county. I am calling this to your attention at this time because we are in the critical period of the spring sales campaigns during which the expansion of this important service to farmers depends directly upon the quantity and quality of effort expended by state and county offices toward increasing participation. The agreement has provided funds for this job and we must obtain maximum results from this money. Even in counties where fall crops are insured we should be making some sales as opportunities develop.

"Please send copies of this memorandum to your crop insurance counties with any comments or instructions which may be pertinent to your present position in the carrying out of this responsibility. Let's keep clearly in mind that final results will show the efficiency with which this responsibility was carried out.

/s/ Howard H. Gordon"

We still have a chance to lead the Nation in total 1953 contracts in force as well as 1953 sales. We are going to have to depend more on counties that haven't produced much business to carry the load from now on. Every county committee should have a meeting at once, survey your own situation and plan your work to get the most possible business before the closing date.

1953 CONTRACTS AS OF FEBRUARY 13, 1953
IN RELATION TO 1952 TOTALS

Wheat	: 1952 : Contracts : in Force	: 1952 : Cancellations : All Sources	: 1953 Sales : Including : 2/13/53	: 1953 Cont. : in Force : 2/13/53	: % : of : 1952	: Sales for : Week Ending : 2/13/53
BENSON	667	87	41	621	93.1	8
BILLINGS	31	1	56	86	277.4	4
BOTTINEAU	948	37	101	1012	106.8	5
BOWMAN	116	17	1	100	86.2	1
BURKE	166	12	79	233	140.4	12
BURLEIGH	177	16	62	223	126.0	19
CASS	893	44	241	1090	122.1	10
CAVALIER	708	64	59	703	99.3	1
DIVIDE	144	20	8	132	91.7	1
DUNN	133	12	82	203	152.6	20
EDDY	290	20	61	331	114.1	5
EMMONS	0	0	227	227	--	32
FOSTER	179	5	22	196	109.5	3
GOLDEN VALLEY	148	11	1	138	93.2	0
GRANT	70	6	92	156	222.9	3
GRIGGS	202	16	10	196	97.0	2
HETTINGER	138	11	30	157	113.8	8
KIDDER	338	46	58	350	103.6	13
LOGAN	149	9	181	321	215.4	7
MC HENRY	246	31	37	252	102.4	4
MC INTOSH	218	12	63	269	123.4	8
MC KENZIE	257	12	120	365	142.0	18
MC LEAN	460	29	212	643	139.8	24
MERCER	318	16	171	473	148.7	11
MORTON	375	29	178	524	139.7	7
MOUNTRAIL	167	18	69	218	100.5	0
NELSON	315	43	12	284	90.2	3
OLIVER	113	17	38	134	118.6	3
PEMBINA	826	57	92	861	104.2	3
RAMSEY	530	38	34	526	99.2	6
RENVILLE	236	24	13	225	95.3	4
ROLETTE	401	41	122	482	120.2	2
SHERIDAN	325	17	371	679	208.9	16
SIOUX	50	5	3	48	96.0	0
SLOPE	138	15	7	130	94.2	1
STARK	88	8	67	147	167.0	14
STUTSMAN	1212	71	228	1369	113.0	9
TOWNER	497	34	32	495	99.6	1
TRAILL	877	46	24	855	97.5	1
WALSH	796	47	105	854	107.3	14
WARD	535	57	48	526	98.3	1
WELLS	349	21	92	420	120.3	2
WILLIAMS	400	9	115	506	126.5	9
	15,226	1,131	3,665	17,760		315

1953 CONTRACTS AS OF FEBRUARY 13, 1953
IN RELATION TO 1952 TOTALS

Flax	: 1952 : : Contracts : : in Force :	: 1952 : : Cancellations : : All Sources :	: 1953 Sales : : Including : : 2/13/53 :	: 1953 Cont.: : : in Force : : 2/13/53 :	% : : of : : 1952 :	: Sales for : : Week Ending : : 2/13/53 :
BENSON	215	56	20	179	83.3	3
BOTTINEAU	235	63	9	181	77.0	0
CASS	651	57	219	813	124.9	8
EDDY	166	25	73	214	128.9	6
MC LEAN	162	35	78	205	126.5	10
NELSON	131	19	4	116	88.6	1
PEMBINA	397	147	115	365	91.9	4
RAMSEY	122	30	5	97	79.5	1
STUTSMAN	708	117	262	853	120.5	16
TRAILL	667	59	41	649	97.3	1
WALSH	794	104	143	833	104.9	10
WARD	302	53	25	274	90.7	0
	4,550	765	994	4,779		60

SUMMARY OF WEEKLY SALES REPORTS

MULTIPLE

Week ending February 13, 1953

	No. Sales for Week	Units Covered	No. of Contacts for Week	Total Sales To Date	Total Units To Date
BARNES	5	5	10	98	128
DICKEY	0	0	5	65	66
GRAND FORKS	110	163	186	515	757
LA MOURE	37	52	32	464	718
PIERCE	6	10	15	40	56
RANSOM	7	8	9	56	68
RICHLAND	50	71	96	269	389
SARGENT	11	14	31	64	99
STEELE	2	2	7	26	26
	228	325	391	1,597	2,307

TOTAL

WHEAT	315	441	1,038	3,665	5,724
FLAX	60	76	260	994	1,424
MULTIPLE	228	325	391	1,597	2,307
	603	842	1,689	6,256	9,455

NUMBER OF UNPAID 1952 PREMIUMS - CURRENT AS OF FEBRUARY 16, 1953

County	Uncollected Premiums - 2/13/53	Total Contracts Earning Premiums	% Paid
BARNES	22	1802	98.8
BENSON	25	699	96.4
BILLINGS	3	31	90.3
BOTTINEAU	44	1023	95.7
BOWMAN	10	110	90.9
BURKE	8	159	95.0
BURLEIGH	7	162	95.7
CASS	35	1325	97.4
CAVALIER	75	667	88.8
DICKEY	65	1071	93.9
DIVIDE	4	143	97.2
DUNN	22	130	83.1
EDDY	20	352	94.3
FOSTER	11	167	93.4
GOLDEN VALLEY	9	139	93.5
GRAND FORKS	14	833	98.3
GRANT	18	65	72.3
GRIGGS	6	177	96.6
HETTINGER	7	129	94.6
KIDDER	25	285	91.2
LA MOURE	24	860	97.2
LOGAN	7	141	95.0
MC HENRY	11	231	95.2
MC INTOSH	26	197	86.8
MC KENZIE	20	240	91.7
MC LEAN	37	521	92.9
MERCER	1	296	99.7
MORTON	13	348	96.3
MOUNTRAIL	29	159	81.8
NELSON	45	398	88.7
OLIVER	9	109	91.7
PEMBINA	28	937	97.0
PIERCE	27	834	96.8
RAMSEY	30	581	94.8
RANSOM	36	1021	96.5
RENVILLE	24	226	89.4
RICHLAND	42	851	95.1
ROLETTE	18	374	95.2
SARGENT	41	896	95.4
SHERIDAN	3	304	99.0
SIOUX	16	47	65.9
SLOPE	9	131	93.1
STARK	4	81	95.1
STEELE	22	809	97.3
STUTSMAN	43	1461	97.1
TOWNER	17	476	96.4
TRAILL	29	1363	97.9
WALSH	83	1171	92.9
WARD	35	666	94.7
WELLS	17	330	94.9
WILLIAMS	12	390	96.9
	1188	25,918	95.4



FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE
PRODUCTION AND MARKETING ADMINISTRATION

NODAK CROP INSURANCE NEWS

LIBRARY
CURRENT SERIAL February 24, 1953

Weekly Sales Reports

★ JUN 11 1953 ★

U.S. DEPARTMENT OF AGRICULTURE

Top news items of last week were:

Wheat sales reached the 4000 mark.

Flax sales reached the 1000 mark.

Pembina and Wells hit the "100" Club in wheat sales.

Stutsman totaled 518 wheat and flax sales.

Leaders in each program for the week ending February 20th were:

<u>Wheat</u>		<u>Flax</u>		<u>Multiple</u>	
McLean	37	McLean	20	Grand Forks	118
Emmons	33	Stutsman	15	Richland	91
Burleigh	24	Cass	10	LaMoure	22
Bottineau	19				
McKenzie	18				

McLean led last week's efforts, putting Emmons into second place for the first time in the last month. John Bauer, McLean County Chairman, has his sights set on 500 wheat contracts and is now at the half way mark with 249. McLean also led in flax sales followed by Stutsman. Five of our flax counties have sold a total of 868 contracts while the other seven accounted for 186. Stutsman leading the field with 276, has the lowest coverage, 2.8 bu., in the State, so we can't blame the low coverage entirely for the lack of new business in other counties.

Grand Forks maintains its lead over Richland among the new multiple counties while LaMoure is still far ahead of any of the old counties. Barnes County got their total up to 118 for fourth place, a very good showing for a county with a high percentage of participation.

Five more weeks at last week's rate will just get us over the 10,000 goal. Our total cancellations, including the conversions to multiple insurance in Grand Forks and Richland Counties will probably exceed 3500, leaving a net gain of 7000 contracts.

(OVER)

To obtain our budget estimate of 9200 contracts we need 5700 more applications by the closing date, March 31st. To get that total all of us will have to concentrate on crop insurance during the month of March. Much of the pressure of ACP work will be off by March 1st and we hope you will all put forth the same effort to make a really good sales record in every county. Excellent examples have and still are being set by many counties. 15 wheat counties are now over the 100 mark, 13 more are over 50, while 15 range from 1 to 45. In fact, the 15 high counties have accounted for 2760 applications while the other 28 have sold 1242.

Premium Collections

Most counties have a list of policy holders who have not paid their 1952 premiums and who will be cancelled by March 31st if the premiums are not paid. This list includes only those which the State Director and the county committees decided were poor credit risks. It does not include everyone whose 1952 premium is unpaid. Every effort should be made to collect 100% of 1952 premiums, but special effort should be put forth to collect the "poor credit risk" list to prevent cancellation of their contracts for 1953. While the State Crop Insurance office will notify them that they will be cancelled if they do not pay by March 31st, they should also all be contacted by the county personnel, personally if possible.

Reinstatement of Contracts Cancelled for 2 Years No Seeding

Please make certain that every person whose insurance has been cancelled because he did not seed the insured crop for two successive years is given an opportunity to sign a new application. In many cases this may be done by mail, as a former policy holder should not require too much explanation of the program.

These reinstatements should be reported as new business on your weekly sales reports, as they earn a commission. Some counties apparently have not listed them as sales.

Shipment of Pamphlets

A limited number of new pamphlets is being shipped to each county. They should be used with a letter to landlords, non-resident or local, or mailed to a selected list of prospects as you will not receive enough to circularize your entire mailing list.

Radio Programs

Much more use might be made of the radio in our sales program. There are a number of radio scripts in the four issues of "Sales Talk" you now have. Perhaps your county agent would assist you in adapting one of these scripts to your own county program and put it on his radio program as an interview with one of the county committeemen. Ask him.

Sales Talk

Also being mailed to you are 3 copies of a new issue of "Sales Talk" containing more than the usual number of good ideas and suggestions. Several of the articles are pointed particularly at salesmen and selling efforts. These are especially valuable as we are going into the last few days of our campaign. Probably you won't get enough copies so you can give one to each of your agents. If not, circulate the copies you have among them so that each of them has a chance to read it, after the county office force has studied it.

Some North Dakota figures might well have been used on page 26 as our wheat cancellations were 3.9% by the producers and 4.7% by the Corporation. Eddy County with 290 contracts and Sheridan with 325 had one producer cancellation in each county. Stutsman with 1212 contracts had 25 producer cancellations or less than 2.1%, Mercer had 1.3%.

The letter on page 13 and the press release on page 24 can also be adapted and used to good advantage.

Some of you may have some better ideas. If you do, use them and send us a copy. Note that LaMoure and Oliver County ideas are in the pamphlet.

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SUMMARY OF WEEKLY SALES REPORTS

WHEAT

Week ending February 20, 1953

County	No. Sales for Week	Units Covered	No. of Contacts for Week	Total Sales To Date	Total Units To Date
BENSON	4	4	-	45	85
BILLINGS	1	1	3	57	79
BOTTINEAU	19	31	32	120	184
BOWMAN	0	0	11	1	1
BURKE	10	14	22	89	140
BURLEIGH	24	40	100	86	140
CASS	9	13	25	250	329
CAVALIER	16	24	125	75	108
DIVIDE	0	0	10	8	13
DUNN	8	9	65	90	136
EDDY	0	0	7	61	64
EMMONS	33	35	125	260	370
FOSTER	1	1	20	23	31
G. VALLEY	No report			1	1
GRANT	1	2	1	93	130
GRIGGS	2	2	4	12	13
HETTINGER	No report			30	50
KIDDER	5	6	13	63	93
LOGAN	7	7	15	188	339
MC HENRY	14	35	14	51	85
MC INTOSH	9	13	-	72	126
MC KENZIE	18	22	-	138	185
MC LEAN	37	69	71	249	539
MERCER	13	19	28	184	307
MORTON	5	6	10	183	239
MOUNTRAIL	1	2	9	70	137
NELSON	2	3	17	15	22
OLIVER	1	1	17	39	48
PEMBINA	11	15	59	103	145
RAMSEY	5	10	20	39	50
RENVILLE	10	11	25	23	32
ROLETTE	4	5	10	126	176
SHERIDAN	10	13	12	381	534
SIOUX	0	0	14	4	6
SLOPE	2	2	10	9	9
STARK	9	10	47	76	103
STUTSMAN	14	19	23	242	397
TOWNER	0	0	10	32	53
TRAILL	3	3	5	27	32
WALSH	4	5	16	109	134
WARD	3	4	48	51	82
WELLS	9	14	29	101	138
WILLIAMS	11	19	192	126	234
TOTAL	335	489	1264	4002	6118

SUMMARY OF WEEKLY SALES REPORTS

FLAX

Week ending Feb. 20, 1953

County	No. Sales for Week	Units Covered	No. of Contacts for Week	Total Sales To Date	Total Units To Date
BENSON	1	1	-	21	41
BOTTINEAU	0	0	10	9	14
CASS	10	15	25	229	317
EDDY	1	1	8	74	100
MC LEAN	20	23	71	98	143
NELSON	0	0	16	4	5
PEMBINA	3	4	39	118	172
RAMSEY	1	2	20	6	9
STUTSMAN	15	21	23	276	414
TRAILL	3	5	5	46	56
WALSH	4	5	18	147	191
WARD	1	1	48	26	40
TOTAL	59	78	283	1054	1502

MULTIPLE

BARNES	20	25	30	118	153
DICKEY	4	4	8	69	70
GRAND FORKS	118	144	218	633	901
LA MOURE	22	42	29	486	760
PIERCE	11	16	32	51	72
RANSOM	12	18	15	68	86
RICHLAND	91	127	173	360	516
SARGENT	10	11	35	74	110
STEELE	7	9	11	33	85
TOTAL	295	396	551	1892	2753

TOTAL

WHEAT	335	489	1264	4002	6118
FLAX	59	78	283	1054	1502
MULTIPLE	295	396	551	1892	2753
	689	963	2098	6948	10373